

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 01824 220608Z  
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W  
-----113078 220611Z /21  
R 211239Z FEB 78  
FM AMEMBASSY TEHRAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 7083

UNCLAS TEHRAN 01824

E.O. 11652: N/A  
TAGS: BBSR IR  
SUBJ: ADS REQUEST: HY-MATIC (NEVADA)

REF 76 STATE A 5078

1. IRAN'S NEEDS FOR CONSTRUCTION MACHINERY HAVE ALWAYS BEEN SUPPLIED ENTIRELY BY IMPORTS FROM WELL KNOWN US FIRMS (CATERPILLAR, CASE/TENNECO, CLARK, BARBER GREENE, JB MACHINERY) AND FOREIGN FIRMS (KOMMATSU, FIAT ALLIS, MASSEY FERGUSON). IN 1977, THIS SITUATION CHANGED, AS ONE LARGE PRIVATE FIRM KNOWN AS HEPCO BEGAN LOCAL ASSEMBLY OF CATERPILLAR, KOMATSU AND OTHER MAKES OF CONSTRUCTION MACHINERY WHILE ANOTHER GOVERNMENT-OWNED FIRM BEGAN PRODUCTION OF FORK-LIFTS. IN SPITE OF FACT THAT LOCALLY ASSEMBLED MACHINERY NOT COMPETITIVE IN PRICE, QUALITY OR MARKET ACCEPTANCE WITH FOREIGN, IRANIAN GOVERNMENT HAS BANNED IMPORTS OF FORK-LIFTS, LOADERS AND MANY OTHER ITEMS ASSEMBLED BY THESE FIRMS. DURING PRESENT PERIOD OF SLOW ECONOMIC GROWTH, BAN CAN BE MAINTAINED WITHOUT MANY ADVERSE EFFECTS, BUT EMBASSY BELIEVES  
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BAN WILL BE RELAXED AS IT BECOMES APPARENT THAT LOCAL PRODUCTION CANNOT SUPPLY MACHINES REQUIRED FOR IMPORTANT PROJECTS.

2. WITH ABOVE BACKGROUND, EMBASSY CANVASED SEVERAL IMPORTERS OF CONSTRUCTION MACHINERY AND/OR FORK-LIFTS AND WAS ABLE TO

FIND ONLY THE FOLLOWING FIRM WHO EXPRESSED  
INTEREST ON LONG TERM BASIS:

MR. MOHAMMAD ALI SHIRIAN  
MANAGING DIRECTOR  
SALESS MACHINERY COMPANY

11 HATEF STREET  
GANDHI AVENUE  
TEHRAN

TEL 685358

EMBASSY HAS FORWARDED CATALOG TO MR.  
SHIRIAN AND SUGGESTS HY-MATIC FOLLOW UP  
WITH LETTER DESCRIBING PRODUCTS AND BACK-  
GROUND.

MIKLOS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TEHRAN01824  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780079-0543  
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**From:** TEHRAN  
**Handling Restrictions:** n/a  
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**Litigation History:**  
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**Message ID:** 89c8b7d2-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 5078  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 08 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3531871  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST: HY-MATIC (NEVADA)  
**TAGS:** BBSR, IR  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/89c8b7d2-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014